

# Head of Strategic Access and Partnerships

Job ID  
REQ-10027760  
Nov 04, 2024  
India

## About the Role

Your responsibilities include, but not limited to:

- Accountable to drive customer centricity & deliver triple-wins through role-modelling customer-in, innovation & disruptive thinking aligned with our customers' needs and priorities. Support and implement winning and innovative access strategies and solutions, to serve early-stage assets or maximize assets at launch.
- Display agility and growth mindset across the changing healthcare ecosystem and develop innovative partnership models to strengthen healthcare eco-system with all our top accounts at state level and GKAs for a sustainable patient access.
- Build and implement a sustainable stakeholder management plan (incl. mapping, coverage, activities etc.) to establish strong relationships with key focus accounts in public segment.
- Lead the development and implementation of the patient access strategy at (large) state and GKA level. Facilitate and achieve optimal Patient Access by building relationships with key influencers and decision-makers. Establish and maintain a strong professional network with the relevant Government authorities, Healthcare providers, Health Economic organizations and other decision making representatives to anticipate and influence legislative trends.
- Drive decisions related to patient access strategy at a state (Account) level. Utilize insights from cross functional teams and market research to launch, develop and implement high quality patient access strategic and operational plans.
- Work in collaboration with cross functions teams to enhance penetration in Key State Govt. Accounts

Key performance indicators:

- Reimbursement/listing status, price versus targets, time to reimbursement/access -Revenue, market availability/access -Management of relevant local systems and processes to secure optimal patient access

Minimum Requirements:

- Graduation (Any Stream). Candidate with MBA will be preferred.
- 12+ Years working experience in pharma sector with previous or existing experience of managing State Government Key Accounts.
- Previous People management is required
- Candidates with proven track record in state access will be preferred
- Able to understand changing dynamics of Pharmaceutical industry
- Proficient and fluent in English (spoken and written), with good interpersonal and communication skills.

## Skills:

- Agility.
- Access And Reimbursement Strategy.
- Analytical Skill.
- Analytical Thinking.
- Cross-Functional Collaboration.
- Customer-Centric Mindset.
- Employee Development.
- Finance.
- Go-To-Market Strategy.
- Health Economics.
- Health Policy.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.
- Innovation.
- Inspirational Leadership.
- Market Access Strategy.
- Negotiation Skills.
- People Management.
- Process Management.
- Project Management.
- Public Affairs.
- Real-World Evidence (Rwe).
- Regulatory Compliance.
- Risk Management.
- Value Propositions.

## Languages:

- English

## Role Requirements

**Why Novartis:** Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? <https://www.novartis.com/about/strategy/people-and-culture>

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Division  
International  
Business Unit

Innovative Medicines

Location

India

Site

Mumbai (Head Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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